

Seattle Car Store

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Customer Testimonials

Thanks you Steve! It was a pleasure doing business with you. I really appreciate your service. Of course I also loved your car stories, wonderful!!

EK
Bellevue



Steve,

Thanks so much for the follow up and for all your help!

AJ
Portland



I walked in to look at a car for my son. Steve, the salesman was very helpful, he gave us the carfax without me having to ask for it. Gave my son and I the keys to a 2004 saturn ion and let us drive off just the two of us. car was a great deal! paper work was easy and they had great extended warranty. needless to say we bought the car. My son is very happy with his new car and he gets great gas mileage. Would definitely by from this dealership again.

Burien



Came in to check out a 2004 Nissan found on internet at cars.com. Surprised by how pleasant people were, and with the great assistance provided for me to learn about the vehicle. Steve even provided a neat little map of the area that I could follow to test drive the truck and experience a variety of driving conditions. While on the test drive, Steve printed the Carfax before I even asked for it. Prepared all materials for closing in advance, so it went totally smoothly. Got a truck with 70,000 miles on it that feels like it is brand new at a good, fair price and without any kind of hassle. Small dealer, so didn't have facilities of a big, new car dealer, but I will sure check them out first if I begin searching for another used car. Not lacking one bit in pleasant, helpful people.

Port Townsend



I recently purchased a 2003 Acura from Steve at Lake City Motors. This was my first time buying a car from a dealership. After hearing stories from friends, I didn't quite know what to expect. I have to say, Steve was very friendly and fair. He made the experience very enjoyable. He also delivered on all the items of the deal as promised. Thanks Steve!



A.G.

Moclips, WA



Steve,

We really do love this little bug!

Thanks for your great and efficient help!

MC

kirkland



Steve jumped through hoops and my car-buying process comfortable and I felt taken care of. Im thrilled with my new car and the excellent price. Thank you!

ES

Seattle



Hey Steve ~ Thanks for sending this pic. Also, received the second key to the car today. Thank you so much for finding it and sending it to us. We really appreciate it. We are enjoying the Mazda. Thank you for all your help. You were great to work with! (Love the car mouse's)

Thanks

P and K

Olympia



Steve,

Thanks for your kindness and consideration by sending these memorable pictures.

SL

Edmonds



Steve,

I have purchased many vehicles, and I wanted to thank you for your professional atmosphere and dealing. I love my new Bmw X5, and will not hesitate to recommend you to my friends and family, and hope to do business in the future!

RSH

kirkland



Thank you sooo much for helping me with my new car, I LOVE IT!!

You were great in helping find a car that fit my very specific needs, and helping to arrange my financing I can live with!

Thank you again,

AM
seattle



Thanks Steve! Absolutely loving it! :)

Great to meet you this weekend!

Take Care,

K
Seattle



People sometimes ask why I always take your picture when you buy a car from me.

This is Mom and Dad and their Volkswagen in Germany, 1956. I hope someday you look at your picture and smile...



"Thanks Steve for such an easy car buying experience. There was never any pressure or stress, and I feel like you gave me a great deal on a great truck. I would definitely recommend you to others looking for a car. Thanks!"

DT
Puyallup



Steve,

Thanks for making this process bearable, even pleasant!

KSR
Seattle



Thank you for everything.
I will definitely recommend you and your company to friends!!!!

MAL
Seattle
(from a text)



Hi Steve,

Thank youuuu, appreciate all your support and patient with me.

Regards,
JB
Bothell



Steve,

Thanks for your help and I will pass your card along to the people I told you about who are looking for a car!

GS
Seattle
(from a text)



Steve,

From mashing my face up against the driver's window to peek at the interior, to signing the final loan documents, purchasing the Lexus RX300 was such an unusual car buying experience I felt compelled to drop you this note.

The first word that comes to mind is pressure. Lake City Motors is the most laid back car sales organization I have ever experienced. Everybody Cyndi and I dealt with actually listened to our questions, gave us simple and direct answers when they could, and took the time to research those they couldn't answer.

Unlike our buying experiences with large car dealerships, we were never made to feel like we were playing some kind of cat and mouse game when it came to negotiating the price. Instead I felt the process was an honest and transparent disclosure of what each of us go do to make the deal work. What we came up with was extremely fair and reasonable.

Financing can be a pretty emotional ordeal, but working with Ali was not only easy, it was kind of amusing as well. Cyndi and I both had to laugh when Ali came out of his office wringing his hands with a very sly look on his face and told us he had just bought down the interest rate to a point that we didn't know our lender even offered. I think he was genuinely just as excited with the interest rate he was able to get for us, as we were.

To sum up the entire process, "Like falling off a log."

Our Sincere Thanks.

R & C
Seattle

Proud Lexus RX300 owners and completely satisfied Lake City Motors customers.



Steve was great to work with throughout the car-buying process. I went in already knowing what I wanted, and Steve made everything so simple. He was very friendly and not pushy. Great experience.

DS
Seattle



Steve at Lake City Motors was friendly, helpful with no pressure sales. I would recommend him to anyone looking for a new or used car who doesn't want to be hassled and pressured into buying a car. They are very friendly and accommodating and have a nice calm environment. Great with kids as well!
Go see Steve!

PA
Seattle



Steve, thanks for your flexibility and helpfulness during our purchase of a 2008 Toyota Highlander Hybrid like working around our kids' schedules, Seafair, and other weekend plans. We love the car. Working with Lake City Motors was easy -- you guys were all laid-back, nice, kid friendly, and low pressure. Your data on availability and pricing in the market and thorough vehicle maintenance history and inspection were very helpful. Your pricing sealed the deal. Thank you!

GN
Redmond



Nice Pic's Steve! If you send me the link to the customer page I will write a review for you.

Thanks,
Martin
Bonney Lake



My son had been looking for an R32 and came across one on LCM's website.

Walking onto the lot we could tell it was different and when we met Steve we knew it would be very low key without the pressure I/we usually get from other dealerships.

Steve took his time with us, from showing the R32 (and others I was looking at) to answering all our questions. His relaxed, pleasant manner made it easy to trust that we weren't dealing with a "normal" dealership or sales person.

We walked away that day with not only one, but 2 cars, mainly due the fact that we were treated as CUSTOMERS, not just a number to help make a sales goal.

I don't refer people often, especially NOT to a car dealership, but I have to say that when I do, Steve is my #1 car referral and will be for a long time to come.

Jenifer
Seattle
(you can just see the back of the R32 in the back...)



Hi Mr. Bell,

Thank you so much, and I love my Nissan Versa so much!

Best regards,
Mina
Ballard





Hi Steve,

Thanks for the photos!

Thanks!

Joppe
Bellevue



(from a text)

Title came from Mt DMV came today. Love the car! Took the dog out tonight w top down. Say hi to Steve.

Mike
Billings



...thank you for demonstrating the professional courtesy that has made your business a success by bringing together all the details thereby, making everything work together perfectly in completing this project. It was a pleasure doing business with you on this project and will definitely keep you in mind if in the future either family or friends are in need of a vehicle.

T. Taylor
Silverdale



Steve Bell was very considerate and helpful! I really like the Acura! The car was as advertised and worth the 2 and half hour drive.

Nichole
Olympia



Thanks to Steve for the photos and assistance with new car. My wife (AND I) REALLY LIKE IT!

Green
Poulsbo





The car I purchased from Steve was great. The price was fair and I really appreciate my CRV.
Thanks Steve for the follow up.

Angie
Seattle



Steve Bell went out of his way to show me a Truck. He arrived at my house after work around 7:30 PM, with a CK1500 Chevrolet pick-up to show me. He also demonstrated on the capacity by filling the truck with household items, like an oversized king mattress, a 500 pound marble table, bed frame, chairs and other items. He showed me that it is a very useful truck. He then drove it about a mile and unloaded the items in a different house. He really sold me on the truck. I decided the next day to work out a deal and buy the truck.

Dennis
Whidbey Island



(from a text)
thanks steve, we love the car.

Richard
Spanaway



"Thanks for coordinating the purchase Steve, the process was smooth and quick (as expected). The drive home Tuesday evening was also as expected. .4hrs from door to door. The car drove great and wife loves it. Other than a few minor ~~minor~~ ~~issues~~ ~~that came up during~~ ~~my inspection~~, I think the car will be great. I'm now waiting for either new plates or



new registration tabs...year and month. The previous owner covered up the month tab with the year. We're good until May 25th with a temporary registration your colleagues placed on the car. Have a great day..."

Will
Spokane



" The most outstanding car buying experience I've had from a dealership! From the detailed vehicle information up to the last phase of the sale transaction, everything was a breeze with no middle man negotiations that you normally get from other car dealers. Steve's excellent customer service sealed the deal during the process. Thank you Steve Bell for making me and family happy! "

Frank
Oak Harbor



Steve,

I recently purchased a Dodge Durango from Lake City Motors and was impressed from the moment I walked through the doors. It is a small operation, but the attention to detail and how they interact with you as a potential customer is a breath of fresh air. What was missing was not missed at all. Lake City Motors does not play the back and forth game negotiating numbers with someone hiding behind a curtain. You sit and work on the numbers with the person that can actually sign off on the price of the vehicle, the amount of your trade, etc. This was the best auto buying experience I have had.

Thank you!

P.S. - My wife loves the Durango

A.L.
Seattle



Thank you, Steve. Still loving the Jeep!! There may be a few people coming by that I sent your way.

Happy motoring!

Chris
Seattle



Thanks Steve - you and the rest of the team made my experience today a great one. No-pressure, and friendly service- I will definitely recommend Lake City Motors! :)

Eva
Seattle
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Steve,

Thanks for a great experience. We just purchased a 2006 Mercedes C230 Sport. There was no pressure and friendly people. This is the second car we've purchased from them and have had no problems. We took them up on a great warranty as well. We recommend buying from these guys!

Walters
Bellingham



Thanks Steve and Ali for all your work and help with the purchase!!

Chuck
Seattle



Steve,

Love the car - but would you take it back?

Kidding-car is a pleasure

Karl
Poulsbo



Steve,

Thanks for the pictures, had a great experience with you guy's on the no pressure, relaxed process of buying from Lake City Motors.

I will definitley recommend you for a place to shop.

Tom
Mukilteo



Steve,

I wanted to thank you again for the great customer service. We continue to enjoy our new jeep.

Thanks
Chad
Yelm



Hey Steve it's Darin you probably remember me I bought that Gto from you guys back in November I was just noticing I'm not
Sister testimanial as well as a dealer on special enough to be on their but if you could make that happen that would be great



lol since you do make any loan happen lol thanks Steve.

Darrin
Pasco



Hello Steve!

I'm already in sunny California and the Vibe did pretty good on the highway :)

Anna
San Diego



Steve,

Loving the car. Only took my son a few hours to learn to drive the manual.

Marcus
Vancouver, Wa



Thanks for your help Steve! Love the car and Enzo!

Joel and Marcee
Seattle



Steve

Thanks for everything, I love my new car!!

JahnGir
Lynnwood



Thanks Steve. You are awesome.

Loving the car. Best Christmas present ever. :)

Andrea
Tacoma



Steve,

Thank you so much! It was a pleasure working with you and your team!

Happy Holidays!

Shim
Seattle



Hi Steve,

We absolutely love the Beetle.

We have, and will continue to sing your praises to friends and family!
Happy Holidays and thanks again,

The Jones'
Olympia



Steve,

I wanted to take a minute to thank you for your assistance in the purchase of my new vehicle.

After an accident and the insurance company totaling my car, I was thrust into having to buy another car which I faced with total DREAD !!!!! Your low key approach and professionalism mitigated my DREAD which turned my purchase into a stress free event. You and your staff treated me fairly and I appreciate your follow up after the delivery of my car.

I will definitely recommend you to anyone looking to purchase a new car.

Thomas F. Oughton
Seattle



Steve,

I've worked in the car business for 20 years, and this was the best purchase and car store I have ever seen, thanks Steve!

My wife loves the car!!

Right up until she totalled it - see you soon.

Chris Ivens
Lake Forrest Park



(from a text)

Ok, are you guys really used car salesmen? Lol....feel like I bought my Beemer from a couple close friends.

Seattle



I HAVE A CAR!!!!!! I love you so much [Steve Bell](#) ♥ thank you forever and ever :)

"and thank you mom and dad for getting it :)"

Delany
Snohomish





Pleasure doing business with you guys.

Johnson
Snohomish



Thanks Steve!...great pix!

Seattle



I needed to purchase a very price-conscience car for my daughter. I was nervous about buying a car in this price-range, not knowing what type of condition it would be in. Working with Lake City Motors, (& Steve Bell in particular) was great. The whole team was friendly and I felt no pressures in my decisions. We are more than satisfied with the car we ended up buying from them, and will definitely go there again next time we are car shopping.

Genay
Snohomish



The experience at Lake City Motors was great! The staff (Steve and Ali) were extremely helpful and there was no pressure to buy. It was nice to be treated like "family" and not like a walking \$ sign.

Chris
Seattle



Fantastic service and no pressure. Thanks Steve for a good buying experience!

Will
Seattle



Steve,

She really likes the car, what a bonus!

One day many years ago, I brought home a black Lincoln Continental with only 25,000 original miles. I was so proud of myself, what a great find. She absolutely hated it, said it was the perfect car for a mobster or a grandma.

Thanks,

Greg
Bellingham



Hi Steve

My wife and I would like to thank you for your help and honesty when we purchased our new used car from your dealership. It was worth the 2 1/2 hour drive from Sequim to Lake City to find the car and deal we were looking for. I would certainly recommend you to anyone wanting a fair deal without feeling somehow they would be taken advantage of. It was refreshing doing business with you and we enjoyed your company. I wish all salespeople could be as good. Thanks, Steve.

Regards,
Roger
Sequim



We are so happy with our Honda from Lake City Motors. We found a listing of the car on Seattle-Craigslist. There were TONS of good & detailed pictures on every aspect of the car. Everything you need to know. Steve and Peter were AWESOME! The car was unbelievably in great condition, and was treated well. (Thank you previous owner.) It was detailed and very clean, and YES they do inspect their vehicles thoroughly by an ASE Certified Tech and have the paperwork to show it. They let us test-drive the car alone. Other dealers had to 'come along for the ride' because we were just 'kids'. We have come across other dealers not knowing any 'personal history on the car' (meaning how the previous owner was, why it was sold specifically, old paper-work/maintenance, etc.) These guys were very knowledgeable, it was an honest sale. The total price was below Blue Book. No BS'ing around like most dealers do, just straight-to-the-point. Steve and Peter were willing to work with us. (Letting us put a small deposit to reserve the Honda.) They even called around other bank institutes to find us the lowest financing we can get! We got a great deal because of Lake City Motors, and they helped us save tons of money. The day of the sale, they had all the paper-work set-up, and ready for us to just sign, saving us time too. The place is clean, inside and out. Very simple. They have clean fish tanks for entertainment. He is very happy with his car, I mean, we plan on keeping this car for a very long time. (Forever maybe?) Usually I cringe and regret when making big purchases, but not this one, not at all. :) THANK YOU LAKE CITY MOTORS!

Mindy & David
Tacoma, WA



I recently bought 2004 Mazda 6 from lake city motors. I surely recommend lake city motors to any car buyer without a doubt.

To start with they have a good website (better than many used car dealer websites) with lot of photos and many details. I saw a listing that fits my needs and budget, I approached them to see the car. All employees whom I met (Steve/Peter) are very helpful, accommodating and courteous. They let me examine the car to my satisfaction, test drive it (all by myself) and get answers for my questions. They showed me all paperwork including carfax report, mechanic inspection and a completed factory recall (for fan control module) which they did after getting the vehicle. Negotiation process was also smooth (not involving too many people) because the advertised price itself was reasonable and well below KBB retail value. We agreed upon a price and they even adjusted doc fee to the minimum they can do. They offered extended warranty, which I declined and again no pressure. They got wheel alignment corrected (car drifting to right slightly) prior to the delivery. Pre-delivery formalities were pretty quick and I was out of their dealership with a really nice car that suites my needs and fits in my budget. Thanks every one who helped me in this process.

The bottom line is if you like a car in their lot, you can get it with no hesitation.

Ravi
Bellevue



Thanks, Steve!!!

I've been looking for my next car for over few weeks until I stumbled upon Lake City Motors. The staff was very friendly and very easy to work with. As an example, when I brought the car to my mechanic we found a few issues that I then brought up to Steve's attention. They handled the situation in a very professional manner and fixed the car up in less than a day. Moreover, they reduced the asking price so it was very easy to reach the final agreement and sign the deal. I would definitely recommend anyone to buy cars from Lake City Motors in the future!

The car is awesome! Thanks for all the help!

Eldar
Seattle



After an exhausted search of the car I wanted, I decided to drive out and check on a model available at this lot. What I found was the car that they had expertly advertised on Craigslist, in the lot with no surprises. No salesman rushed out the door to force a sell down my throat, and I really appreciated that. When I walked in the showroom, I was greeted kindly by Steve Bell, the Internet Sales Manager. He quickly answered some questions I had about the car, and let me take it on a test drive. Upon returning back to the lot, I told him of a noise I heard in the rear of the car, and he told me he would take it to the shop, get it checked out (their cost, that wouldn't affect the sale price), and that I could come back in a few days to drive it again. I left fairly confident that this would be handled, and low and behold, he did just as he said he would. It was a minor fix to the rear differential, and he showed me the paperwork from the shop proving that the repair had been done, and done correctly. I test drove again, and we pushed the paperwork to finalize the deal.

All in all, I felt very confident about the sale. Keep in mind, I did a lot of homework on my end to make sure the pricing was competitive beforehand, but they had a print out of the Blue Book Value, and also the Carfax, and everything looked on the up and up. He also showed me the paperwork from the mechanic that they use to evaluate the vehicle when they buy. I didn't feel like there were any hidden details. Also, I DID buy their extended warranty they offered, but I didn't feel like it was forced on me either, it was just a good deal based on my research.

They had me out the door in less than 2 hours, which was great because I had to get to work, and even offered to drive my current vehicle to the U-District to drop off with my fiance.

In conclusion, if you see a vehicle listed on their many forms of advertising (I think Steve even told me they have an iPhone app!) do yourself a favor and go check them out.

Adam
Seattle



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